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Philip Morris USA

PM SHIPMENTS TO MCLANE ~~WERE BELOW ALLOCATION FOR THE PAST FIVE WEEKS. MCLANE'S RETAIL GOING RATE DECLINED AFTER FIVE WEEKLY INCREASES.~~

TOTAL PM VOLUME MCLANE

(millions of cigarettes)

Week ending	PM shipped to McLane	McLane shipped to Retailers	Difference
~~1/7/94~~	~~510.1~~	~~381.7~~	~~128.4~~
1/14	105.5	437.2	-331.7
1/21	135.4	426.8	-291.4
1/28	378.6	415.1	-36.5
2/4	1,945.0	431.9	1,513.1
2/11	773.1	443.2	329.9
2/18	540.1	445.8	94.3
2/25	522.9	461.5	61.4
3/4	209.5	475.5	-266.0
3/11	108.6	482.5	-373.9
3/18	391.8	533.6	-141.8
3/25	241.2	516.3	-275.1
4/1	155.3	~~N/A~~ 538.9	~~N/A~~ -403.6
4/8	962.8	N/A	N/A

All volumes exclude ten Sam's Clubs in Michigan purchasing directly from PM.

* Includes approximately 400 million units from previous week's allocation.

Source: https://www.industrydocuments.ucsf.edu/docs/szwj0004